

bcc: Reports  
Haydon/Bourgin

ref. inc. #5537, dtd. 2/7/62

21 February 1962

L-3720

Mr. Andrew T. Court  
11-144 General Motors Bldg.  
Detroit 2, Michigan

Dear Mr. Court:

It is kind of Tom Schelling to advertise my work on bargaining theory (which was inspired by and relies heavily upon his own), but unfortunately I have never finished the material for publication since delivering some lectures on the subject in Boston.

I enclose a copy of the one lecture which is in a form suitable for distribution. I can also draw your attention to a passage from the lectures which is reproduced in Herman Kahn's On Thermonuclear War, pp. 403-407. And I also take the liberty of enclosing a recent paper by me which, although not on the subject of bargaining theory, has implications for bargaining problems (considered as problems of decision-making uncertainty), and which I hope to explore more fully in the coming months.

Sincerely yours,

Daniel Ellsberg  
Economics Department

DE/ss

Enclosures - 2

(As noted)

- "Theory and Practice of Blackmail,"  
(Lowell Lecture); and P-2173, "Risk, Ambiguity,  
and the Savage Axioms"